

annual report 1973



Metro Trust
The Metropolitan Trust Company



The Metropolitan Trust Company

DIRECTORS

***RUDOLF V. FRASTACKY**

Chairman of the Board—The Metropolitan Trust Company

***T. STEWART RIPLEY**

President—The Metropolitan Trust Company

***JAN DUINKER**

Vice-President—The Metropolitan Trust Company

President—Netherlands Overseas Corporation Canada Limited

LOUIS G. ALLEN

President—Manufacturers National Bank of Detroit

***JOHN D. BRADLEY**

President—Bradley Farms Limited

President—First Chatham Corporation

JOSEPH A. N. CHIAPPETTA, Q.C.

Barrister and Solicitor—Gambin, Bratty, Chiappetta, Morassutti & Caruso

THE HON. DOUGLAS S. HARKNESS, P.C., G.M., E.D., B.A.

Member of the Privy Council of Canada

Farmer

J. A. LANGFORD, Q.C.

Partner—Barrister and Solicitor—Miller, Thomson, Sedgewick, Lewis & Healy

DR. FRANZ MAIER

Bank Director and Member of the Board of Management—

Bayerische Landesbank—Girozentrale, Munich, Germany

THE RIGHT HON. ROLAND MICHENER, P.C., Q.C.

Counsel, associated with Lang, Michener, Cranston, Farquharson and Wright

***J. JACQUES PIGOTT**

Executive Vice-President—Pigott Construction Company Limited

FRIEDRICH SIMON

Honorary Chairman of the Board—Bankhaus Friedrich Simon, K.G.a.A.

Düsseldorf, Germany

***LAWRENCE W. SKEY, D.F.C., B.Comm.**

Managing Director—Economic Investment Trust

SENATOR, THE HON. RICHARD J. STANBURY, Q.C.

Barrister and Solicitor—Cassels Brock

NIKOLAUS von NIESSEN

Manager—Credit Suisse (Canada) Limited

DR. HANS HEINRICH RITTER von SRBIK

General Partner—Bankhaus H. Aufhauser, Munich, Germany

***Members of Executive Committee**

OFFICERS

Chairman of the Board—Rudolf V. Frastacky

President—T. Stewart Ripley

Vice-President—Jan Duinker

Vice-President—Administration—A. Jack Russell

Vice-President—Marketing—Donald H. W. Bath

Vice-President—Western Region—Frank P. Benner

Vice-President—Mortgages—J. Malcolm Wredde

Vice-President—International Division—Aloysius G. Vuk

Vice-President—International Division—Dr. Kenneth W. Attwood

Vice-President—Investment Consulting—Robert B. Campbell

Secretary-Treasurer—Lloyd B. Will

Assistant Treasurer—Edwin J. Carter, C.A.

Controller—W. James Clarke, C.A.



PRESIDENT'S REPORT TO THE SHAREHOLDERS

On behalf of the Board of Directors I am pleased to submit this eleventh Annual Report of your Company. As you know, this is a cyclical industry which is adversely affected when interest rates are rising, as they have been since mid 1973. In spite of this, operating income for the year exceeded that of 1972 and total assets have increased by 31%.

It has been a very active and expansionary year for your Company and many changes have taken place. We are pleased to welcome two new Directors. The Right Honourable Roland Michener recently rejoined the Board of the Company on expiration of an extended term as Governor General of Canada. Mr. Michener was the first Chairman of The Metropolitan Trust Company and resigned at the time of his appointment as Canadian High Commissioner to India in 1964. Mr. J. A. Langford, Q.C., was appointed a Director in February. Mr. Langford is a partner of the law firm of Miller, Thomson, Sedgewick, Lewis & Healy. He is the founder of and National Vice Chairman of the Wills and Trust Section of the Canadian Bar Association. He chaired the Ontario Government Advisory Committee on Succession Duties and has written and spoken on death duties, estate

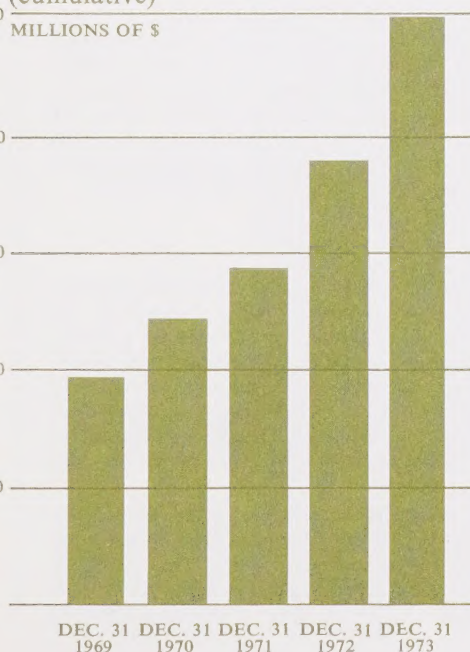
planning, company law and other legal subjects. The specialized knowledge and background of both men will provide an invaluable contribution to your Board.

Three new Vice Presidents were appointed during 1973. Mr. A. G. Vuk, formerly Assistant Vice President of the International Division has been appointed Vice President of the International Division; Dr. K. W. Attwood and Mr. R. B. Campbell, both formerly European Vice Presidents of a large Canadian investment house have joined the Company as Vice Presidents of our new Hamburg and Montreal offices respectively.

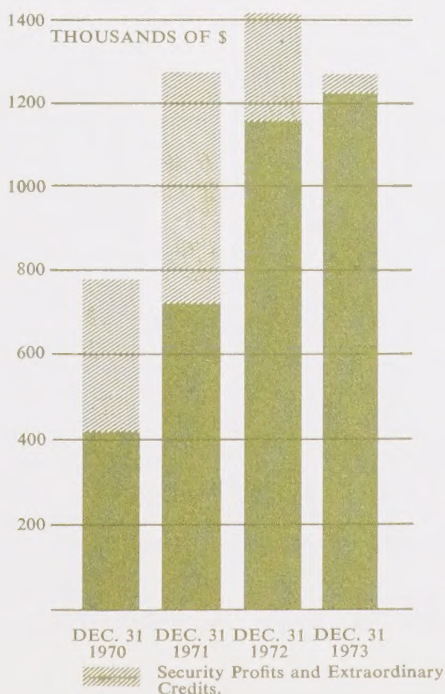
EARNINGS

In spite of the upward pressure on interest rates since mid 1973 and substantial increases in salaries, earnings before income taxes increased by \$191,000 or 9.3%. The Federal Government, however, eliminated the 7% tax reduction which applied in 1972. The elimination of this tax reduction resulted in earnings being 13 cents per share lower than they would otherwise have been.

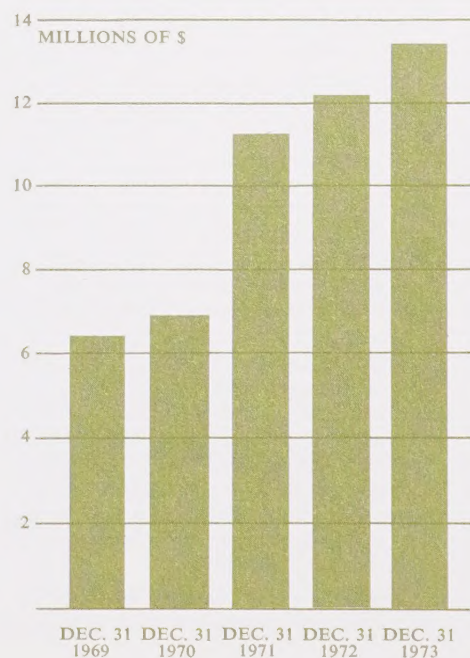
GROWTH OF DEPOSITS
(cumulative)



NET EARNINGS



SHAREHOLDERS' EQUITY





Metro Trust

The Metropolitan Trust Company

and its subsidiaries

REPORT TO SHAREHOLDERS (continued)

All areas contributed to the 31% increase in revenue. Most notable were the increases of 37% in interest from our mortgage investments, and 13% in estate, trust and agency fees to \$1,243,000. The increase in estates, trust and agency fees was primarily the result of increased agency work in the areas of property management, mortgage servicing, and registered retirement savings plans.

Long term leases and an integrated system of budgeting and cost control have allowed the company to expand operations without significantly increasing operating costs.

DIVIDENDS

Dividends for the year totalled 88 cents per share, or approximately 3.6% based on market value. For 1974 your Directors have approved a stock dividend of 5% in lieu of cash dividends. This is an innovative step which, as far as we know, is a first for a Canadian trust company. The stock dividend will result in a lower effective tax rate to you and will also result in reduced costs to your Company. Whether or not this procedure will be continued, possibly in addition to a cash dividend, will depend upon general shareholder reaction.

FINANCIAL POSITION

Assets under administration increased by \$117,000,000 and now total \$654,000,000. This consists of Capital and Guaranteed Account assets which increased by \$62,000,000 or 31% to \$266,000,000 and of Estates, Trust and Agency assets which increased by \$55,000,000 or 16% to \$388,000,000.

\$37,000,000 of new money was invested in mortgages, primarily residential, bringing the total mortgage portfolio to \$191,000,000 or 72% of total assets.

During the period of rising interest rates a relatively liquid position was maintained resulting in a total of \$42,000,000 in cash and short-term investments as of the year end. The rates earned on short-term investments have been in excess of mortgage rates and this has therefore been beneficial. At the present time we are taking advantage of the higher mortgage rates and increasing our commitments in that area.

During 1973 mortgage financing was provided for industrial and commercial projects as well as for approximately 3000 residential units across Canada in the form of single family homes, condominium apartments, town houses and rental apartments. Commitments for both the company and clients totalled \$133,000,000, an increase of 57.3% over 1972.

Your Company now administers 9109 individual mortgages totalling \$332,000,000, an increase of 17% over last year. Of this amount the Company and its subsidiaries account for \$191,000,000.

Personal loans reached \$1,000,000, an increase of 40% over 1972 and interest earned totalled \$99,000. Our success

in the consumer lending field is enabling us to expand our operations into the Quebec market in 1974.

In conjunction with the American Express Company, a new program called "Executive Credit" was introduced in the latter part of 1973. It is expected that this will attract many new clients for the Company as well as offering a world-wide credit card service to our existing clients.

During 1973 emphasis was placed on increasing our percentage of the industry total of savings and chequing deposits. The marketing efforts were most successful and as a result total deposits in this area increased by 13% to \$77 million. This increase is exceptionally gratifying when compared to that experienced by the industry as a whole. The number of savings accounts increased by 14%, more than twice the total increase for the preceding three years.

One of the major factors contributing to this excellent performance was the implementation in October of our new account—The Golden Acorn 2000 Savings account. This account pays a premium rate on deposits in excess of \$2,000 with interest calculated on a daily basis. This service filled a significant gap in our range of services, and as of December 31, 1973 deposits in this account exceeded \$10,000,000.

As a result of an intensive sales training program, sales of Registered Retirement Savings Plans more than doubled the entire portfolio of such assets and substantially increased the Company's share of this market.

Early in 1973 the Income Fund for which Metro is Trustee, changed its name to the Metro Trust Mortgage Income Fund. This name more truly reflects the objective of the Fund which is to invest primarily in high quality mortgages. In conjunction with the name change an intensive sales program was undertaken. This, combined with the superior quality of the fund, which was rated in first place for 1973 by two independent surveys, resulted in an increase of 152% in the Fund's assets to \$3,728,000 from \$1,477,000.

BRANCH OPERATIONS

1973 was a year of preparation for the future. The Systems Department which was commenced in 1972 undertook detailed studies in the areas of personnel, facilities and systems. Largely as a result of these studies the total number of people employed in our branches was reduced, assisting us in keeping staff costs at a reasonable level, while assuring that each branch continues to operate efficiently. In addition extensive training programs were undertaken in order that we may better serve our clients.

Marketing studies on branch potential were also completed during 1973 and we are now better able to evaluate and project individual branch performance. As a result, several premises were substantially renovated and a new savings office was opened at Queen Mary Road and Decaire



Boulevard in Montreal. This office has been well received by the community and we anticipate very rapid growth. In addition to substantial branch renovations extensive work was undertaken in remodelling our head office at 353 Bay Street.

We anticipate opening at least two new savings branches during the year as well as expanding and modernizing three other branches.

OUTLOOK

1973 was a year of rising interest costs, excessive inflation and the energy crisis. In spite of these, the Company continued its eleven year trend of increased earnings. Mortgage rates have now stabilized and although some decline is expected, we should be able to convert from our relatively liquid position to sound residential mortgages at an excellent rate.

On the other hand, it is anticipated that borrowing costs

have reached their maximum and that any change from the present rate would be downwards and thus favourable.

In addition, the combination of upward pressure on house prices, the substantial increase in the money supply, and the increased disposable income resulting from 1973 wage settlements should result in an increased flow of funds to all financial institutions.

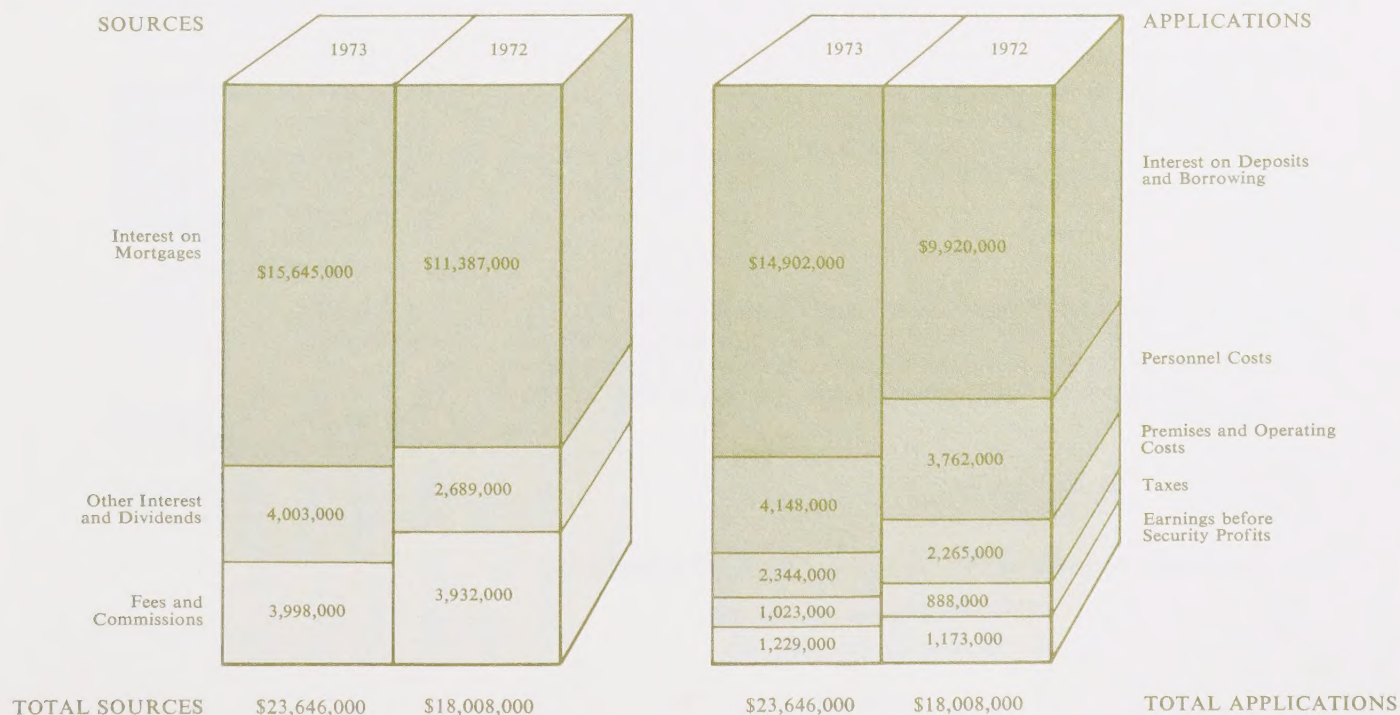
During 1973 The Loan and Trust Corporations Act was amended and this will provide the Company with the opportunity to expand into new areas.

All of these factors combined with our strong financial position should result in 1974 being a year of both challenge and opportunity.

In conclusion I would like to join with members of the Board in expressing our gratitude to all the staff members who supported us throughout the year and made such a valuable contribution to the Company's progress.

SOURCES AND APPLICATIONS OF FUNDS

(Excluding Security Profits and Extraordinary Items)





Metro Trust

The Metropolitan Trust Company

*(Incorporated under The Loan and Trust Corporations Act of Ontario)
and its subsidiaries*

CONSOLIDATED BALANCE SHEET DECEMBER 31, 1973

(with comparative figures at December 31, 1972)

ASSETS	1973	1972
Cash and bank deposit receipts	\$ 20,284,000	\$ 18,463,000
Short-term investments	21,248,000	4,753,000
 Bonds:		
Government of Canada and Provincial	19,033,000	16,711,000
Municipal and corporate	7,124,000	6,644,000
Total, at amortized cost (market value 1973—\$24,261,000; 1972—\$22,195,000)	26,157,000	23,355,000
Stocks, at cost (market value 1973—\$596,000; 1972—\$436,000)	613,000	411,000
Interest accrued on investments and loans	2,409,000	1,827,000
Fees, commissions and other receivables	190,000	96,000
 Loans and advances:		
Mortgage loans, at amortized cost	188,506,000	149,870,000
Advances on mortgages to be resold	2,174,000	3,444,000
Advances to estates, trusts and agencies	394,000	218,000
Personal and secured loans	1,542,000	844,000
	192,616,000	154,376,000
 Rental properties, at cost less accumulated depreciation of \$20,000 ..	1,310,000	—
Deferred cost of scholarship programme, less amortization (note 2) ..	478,000	—
Premises, equipment and leasehold improvements, at cost less accumu- lated depreciation and amortization of \$1,021,000 (1972— \$895,000)	939,000	542,000
	<u>\$266,244,000</u>	<u>\$203,823,000</u>

(See accompanying notes to the consolidated financial statements)



LIABILITIES AND SHAREHOLDERS' EQUITY

Deposits and borrowings (note 3):

	1973	1972
Savings and chequing deposits	\$ 76,872,000	\$ 68,244,000
Term deposits	27,928,000	17,827,000
Investment certificates	1,161,000	1,177,000
Interest accrued on deposits and borrowings	3,999,000	2,548,000
	<u>109,960,000</u>	<u>190,390,000</u>

Other liabilities:

Sundry accrued liabilities	225,000	455,000
Income taxes payable	76,000	56,000
Mortgages payable on rental properties	771,000	—
	<u>1,877,000</u>	<u>511,000</u>

Deferred income taxes	1,072,000	745,000
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Shareholders' equity:

Capital stock (note 4)		
Authorized: 1,000,000 shares of \$10 par value each		
Issued: 596,571 shares (1972—572,836)	5,966,000	5,728,000
Contributed surplus	2,421,000	2,220,000
Reserve fund	3,500,000	2,800,000
Retained earnings	1,478,000	1,429,000
	<u>13,365,000</u>	<u>12,177,000</u>

\$266,244,000 \$203,823,000

On behalf of the Board:

R. V. FRASZACKY,
Chairman of the Board

T. S. RIPLEY,
President

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The Metropolitan Trust Company

and its subsidiaries

CONSOLIDATED STATEMENT OF EARNINGS

FOR THE YEAR ENDED DECEMBER 31, 1973

(with comparative figures for the year ended December 31, 1972)

Income:	1973	1972
Interest on mortgages.....	\$15,645,000	\$11,387,000
Interest and dividends on securities.....	3,869,000	2,629,000
Interest on personal and secured loans.....	134,000	60,000
Fees and commissions from—		
Estates, trusts and agencies.....	1,243,000	1,098,000
Real estate.....	2,154,000	2,139,000
Mortgages.....	463,000	519,000
Other sources.....	138,000	176,000
	<u>23,646,000</u>	<u>18,008,000</u>
Expense:		
Interest on deposits and borrowings.....	14,902,000	9,920,000
Salaries and staff benefits.....	3,087,000	2,549,000
Real estate commissions.....	1,061,000	1,213,000
Premises expense (note 5).....	732,000	656,000
Other operating expenses.....	1,612,000	1,609,000
	<u>21,394,000</u>	<u>15,947,000</u>
Earnings before income taxes.....	2,252,000	2,061,000
Income taxes (note 6)		
Current.....	696,000	184,000
Deferred.....	327,000	704,000
	<u>1,023,000</u>	<u>888,000</u>
Earnings before profits on sales of securities.....	1,229,000	1,173,000
Profits on sales of securities (less related income taxes of \$16,000 in 1973; \$37,000 in 1972).....	21,000	63,000
Earnings before extraordinary credit.....	1,250,000	1,236,000
Extraordinary credit—reduction in income taxes resulting from loss carry-forward (note 6).....	16,000	165,000
Net earnings.....	<u>\$1,266,000</u>	<u>\$1,401,000</u>
Earnings per share, based on the weighted average number of shares outstanding:		
Earnings before profits on sales of securities.....	\$2.09	\$2.05
Profits on sales of securities.....	.03	.11
Extraordinary credit.....	.03	.29
Net earnings.....	<u>\$2.15</u>	<u>\$2.45</u>

(See accompanying notes to the consolidated financial statements)

The Metropolitan Trust Company

and its subsidiaries

CONSOLIDATED STATEMENTS OF CONTRIBUTED SURPLUS, RESERVE FUND AND RETAINED EARNINGS

FOR THE YEAR ENDED DECEMBER 31, 1973

(with comparative figures for the year ended December 31, 1972)

CONTRIBUTED SURPLUS	1973	1972
Balance, beginning of year	\$2,220,000	\$2,220,000
Premiums received on shares issued (note 4)	201,000	—
Balance, end of year	<u>\$2,421,000</u>	<u>\$2,220,000</u>
RESERVE FUND		
Balance, beginning of year	\$2,800,000	\$2,169,000
Add transfer from retained earnings	700,000	631,000
Balance, end of year	<u>\$3,500,000</u>	<u>\$2,800,000</u>
RETAINED EARNINGS		
Balance, beginning of year	\$1,429,000	\$1,117,000
Add net earnings	1,266,000	1,401,000
	<u>2,695,000</u>	<u>2,518,000</u>
Deduct:		
Dividends of 88 cents per share (80 cents in 1972)	517,000	458,000
Transfer to reserve fund	700,000	631,000
	<u>1,217,000</u>	<u>1,089,000</u>
Balance, end of year	<u>\$1,478,000</u>	<u>\$1,429,000</u>

(See accompanying notes to the consolidated financial statements)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 1973

1. BASIS OF CONSOLIDATION

The consolidated financial statements include the accounts of the company and its subsidiaries, International Savings and Mortgage Corporation, Canadian First Mortgage Corporation, Metco Investments Limited and Scholarship Consultants of North America Limited. Scholarship Consultants of North America Limited was acquired as of February 1, 1973 and the results of its operations are included from that date.

2. ACQUISITIONS

Effective February 1, 1973, the company acquired all of the outstanding shares of Scholarship Consultants of North America Limited (Scona) for \$500,000 cash. Scona had no net tangible assets at date of acquisition. Scona administered a university scholarship programme, for which the company acts as depository and trustee. The acquisition will result in a reduction of costs that the company would otherwise incur in future years for the administration of the scholarship programme. Accordingly, the purchase price of the shares is being amortized over the period (not exceeding 10 years) during which it is estimated the cost reductions will be realized.

3. GUARANTEED TRUST ACCOUNT

Total deposits and borrowings of \$249,930,000 consist of guaranteed trust liabilities of \$197,233,000 (secured by assets of an equal amount) and deposits and debentures of subsidiary loan corporations of \$52,697,000.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (*continued*)

4. CAPITAL STOCK

During 1973, 23,735 shares of the company's capital stock were issued on exercise of options as follows:

Number of Shares	Issue Price	Credited to	
		Capital Stock	Contributed Surplus
4,063	\$11	\$ 41,000	\$ 4,000
19,672	20	197,000	197,000
<u>23,735</u>		<u>\$238,000</u>	<u>\$201,000</u>

At December 31, 1973, options were outstanding to employees to purchase 4,880 shares at \$20 per share. All options expire December 31, 1975.

If the outstanding options were exercised, earnings per share would not be materially diluted.

5. PREMISES EXPENSE

Premises expense includes the following items:

	1973	1972
Depreciation	\$146,000	\$130,000
Rentals paid	457,000	385,000
Other	129,000	141,000
	<u>\$732,000</u>	<u>\$656,000</u>

The company's head office and branch premises are held under long-term leases extending over the next 15 years. The minimum annual rental payable in 1974 under all leases currently in force totals \$485,000.

6. INCOME TAXES

The provisions for income taxes are based on the income which would have been subject to tax without the benefit of the loss carry forward of York Trust and Savings Corporation and Canadian First Mortgage Corporation.

The tax reductions resulting from the carry-forward of these losses are shown as extraordinary credits in the consolidated statement of earnings. As at December 31, 1973, there are no tax losses remaining for deduction from future years' taxable income.

Included in consolidated earnings is amortization of investments amounting to \$278,000 in 1973 (\$295,000 in 1972) which is not subject to income tax.

7. DIRECTORS' AND OFFICERS' REMUNERATION

Remuneration of directors and officers was as follows:

	1973	1972
Directors	\$ 23,000	\$ 22,000
Officers	387,000	310,000
	<u>\$410,000</u>	<u>\$332,000</u>



SERVICES

Savings Accounts
Chequing Accounts
Guaranteed Investment
Certificates
Savings Certificates
Term Deposits
Personal Loans

Registered Retirement
Savings Plans
Estate Planning
Mortgage Financing
Real Estate Sales
Real Estate Counselling
and Appraisals
Investment Funds
(growth and mortgage
income funds)

Investment Management
Agencies
Trustee
For Pension Plans
Corporate Trust
Services
Mortgage Correspondent
& Servicing Agent
Property Management

GOLDEN ACORN 2000...

..... our newest service, is a daily interest savings account package. While maintaining a minimum balance of \$2,000, our client receives the important benefit of Daily Interest calculations, rather than interest calculated on the minimum monthly balance. Also included in the package are unlimited free chequing privileges on a Metro Trust Chequing Account, free of service charge American Express Travellers' Cheques; and when qualified, an American Express Executive Card, with a \$2,000 credit reserve through us, as well as personal loans at a rate which is a full 1% below our current personal loan rate.

The Metropolitan Trust Company

and its subsidiaries

AUDITORS' REPORT

To the Shareholders of The Metropolitan Trust Company:

We have examined the consolidated balance sheet of The Metropolitan Trust Company and its subsidiaries as at December 31, 1973 and the consolidated statements of earnings, contributed surplus, reserve fund and retained earnings for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances and we obtained all the information and explanations we required.

In our opinion these consolidated financial statements present fairly the financial position of The Metropolitan Trust Company and its subsidiaries as at December 31, 1973 and the results of their operations for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Toronto, Canada,
February 7, 1974

CLARKSON, GORDON & CO.,
Chartered Accountants

MATURITIES SCHEDULE

Maturities of Deposits & Borrowings (000's)

	December 31, 1973						December 31, 1972	
	Investment Certificates	Savings	Short-term Deposits	Chequing	Total	%	Total	%
On demand and Due								
Within 1 year	\$ 27,527	\$58,698	\$27,928	\$18,174	\$132,327	53.8	\$109,593	58.3
1 to 5 years	112,092				112,092	45.6	76,749	40.9
6 to 10 years	1,512				1,512	.6	1,500	.8
	<u>\$141,131</u>	<u>\$58,698</u>	<u>\$27,928</u>	<u>\$18,174</u>	<u>\$245,931</u>	<u>100.0%</u>	<u>\$187,842</u>	<u>100.0%</u>

Maturities of Investments (000's)

	December 31, 1973							December 31, 1972	
	Cash and Bank Deposit Receipts	Short- Term Invest- ments	Secured Loans and Advances to Clients	Secu- rities	Mortgages	Total	%	Total	%
Due within 1 year	\$20,284	\$21,248	\$1,708	\$ 1,532	\$ 6,718	\$ 51,490	19.8	\$ 31,689	15.7
1 to 5 years			228	9,961	148,339	158,528	60.8	101,251	50.3
6 to 10 years				6,111	6,218	12,329	4.7	25,966	12.9
11 to 15 years				4,692	9,967	14,659	5.6	11,858	5.9
16 to 20 years				2,061	6,906	8,967	3.4	13,021	6.5
Over 20 years				1,800	12,532	14,332	5.5	17,162	8.5
Preferred and Common Stock				613		613	.2	411	.2
	<u>\$20,284</u>	<u>\$21,248</u>	<u>\$1,936</u>	<u>\$26,770</u>	<u>\$190,680</u>	<u>\$260,918</u>	<u>100.0%</u>	<u>\$201,358</u>	<u>100.0%</u>

TALL OAKS FROM LITTLE ACORNS GROW



OUR GROWTH IN BRIEF

Assets, Deposits and Borrowings and Equity at December 31

	<u>1973</u>	<u>1972</u>	<u>1971</u>	<u>1970</u>	<u>1969</u>
Total Assets under Administration	\$654,538,000	\$536,182,000	\$618,566,000	\$484,000,000	\$406,839,000
Estates, Trusts and Agencies	\$388,294,000	\$333,615,000	\$458,587,000	\$340,000,000	\$287,108,000
Deposits and Borrowings:					
Savings and term deposits and investment certificates	\$249,930,000	\$190,390,000	\$148,745,000	\$122,915,000	\$ 98,659,000
Special guaranteed funds	<u>—</u>	<u>—</u>	<u>—</u>	13,405,000	13,955,000
	\$249,930,000	\$190,390,000	\$148,745,000	\$136,320,000	\$112,614,000
Shareholders' Equity	\$ 13,365,000	\$ 12,177,000	\$ 11,234,000	\$ 7,248,000	\$ 6,625,000

Earnings

	<u>Year Ended December 31,</u>				
	<u>1973</u>	<u>1972</u>	<u>1971</u>	<u>1970</u>	<u>1969</u>
Earnings before Profits on Sales of Securities	\$1,229,000	\$1,173,000	\$ 734,000	\$423,000	\$515,000
Profits on Sales of Securities	21,000	63,000	87,000	108,000	14,000
Earnings before Extraordinary Credit	\$1,250,000	\$1,236,000	\$ 821,000	\$531,000	\$529,000
Extraordinary Credit—Tax Reduction	16,000	165,000	425,000	263,000	223,000
Net Earnings	\$1,266,000	\$1,401,000	\$1,246,000	\$794,000	\$752,000

Earnings Per Share

Earnings before Profits on Sales of Securities	\$2.09	\$2.05	\$1.82	\$1.11	\$1.53
Earnings before Extraordinary Credit	\$2.12	\$2.16	\$2.04	\$1.39	\$1.57
Net Earnings	\$2.15	\$2.45	\$3.09	\$2.08	\$2.24



Metro Trust

The Metropolitan Trust Company

and its subsidiaries

INTERNATIONAL SAVINGS AND MORTGAGE CORPORATION
CANADIAN FIRST MORTGAGE CORPORATION
METCO INVESTMENTS LIMITED
SCHOLARSHIP CONSULTANTS OF NORTH AMERICA LIMITED

HEAD OFFICE:

353 Bay Street, Toronto

869-1880

BRANCHES:

353 Bay Street	869-1880
681 Danforth Avenue	461-0221
1171 St. Clair Avenue West	654-8906
43 Eglinton Avenue East	485-1173
852 Eglinton Avenue West	789-2149
628 Sheppard Avenue West	638-1955
Thorncliffe Market Place, 45 Overlea Boulevard	421-3900
Towne and Counrye Square, 6432 Yonge Street	223-6420
1603 Wilson Avenue	244-1101
2326 Bloor Street West	763-5551

MISSISSAUGA:

Dixie Plaza, 1250 South Service Road 274-3681

CHATHAM:

Thameslea Shopping Centre,
635 Grand Avenue West 354-5110

WINDSOR:

The Metropolitan Trust Building,
500 Ouellette Avenue 252-7712

MONTREAL AREA:

4861 Van Horne Avenue	731-6883
2324 Lucerne Road	735-1155
7075 Cote St-Luc Road	486-7393
5268A Queen Mary Road	481-2752

VANCOUVER:

885 Dunsmuir Street 688-0251

PROPERTY MANAGEMENT:

TORONTO:

HEAD OFFICE:

15 Toronto Street, 4th Floor 360-1573

REAL ESTATE — Residential:

TORONTO AREA:

HEAD OFFICE: 43 Eglinton Avenue East	483-3531
1250 South Service Road, Dixie Plaza	274-3663
4984 Dundas Street West, Islington	239-7371
1599 Ellesmere Road, Scarborough	291-7715

LONDON, ONTARIO:

400 Adelaide Street North 672-0520

VANCOUVER:

885 Dunsmuir Street	688-0251
2695 Granville Street	732-3331
927 Marine Drive	980-6061
684A No. 3 Road	273-6641

REAL ESTATE — ICI Division:

HEAD OFFICE: 353 Bay Street 869-1880

OTTAWA:

424 Queen Street 235-1458

MONTREAL:

2324 Lucerne Road 735-4301

VANCOUVER:

2695 Granville Street 732-3331

EUROPEAN OFFICE:

HAMBURG, WEST GERMANY:

2 Hamburg 36, Grosse Bleichen 31,
Kaufmannshaus Nr. 361 (040) 34-24-92/3

INVESTMENT CONSULTING:

MONTREAL:

Suite 1020, 1155 Dorchester Boulevard West 861-1524